

Message Text

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PAGE 01 DAMASC 08622 171502Z
ACTION NEA-10

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AMEMBASSY ATHENS

UNCLAS DAMASCUS 8622

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, SY
SUBJECT: FGT: TURNKEY BAKERIES: MAJOR PROJECT

REF: DAMASCUS 6194; DAMASCUS 7705 (T-7 OF 11/9/76)

1. EMBASSY COMMERCIAL OFFICER DISCUSSED SUBJECT TENDER WITH ASSAF ISSA, DIRECTOR GENERAL OF THE GENERAL COMPANY FOR AUTOMATIC BAKERIES, A SYRIAN GOVERNMENT AGENCY UNDER THE MINISTRY OF INDUSTRY WHICH WILL ADMINISTER THE NEW BAKERIES AFTER ERECTION; ISSA IS ALSO HEAD OF THE TECHNICAL COMMITTEE WHICH WILL SELECT THE WINNING BID. ACCORDING TO ISSA, THE TENDER IS FOR EQUIPMENT FOR 21 BAKERIES IN SEVERAL OF SYRIA'S MAJOR CITIES (FIVE IN DAMASCUS ALONE); THE WINNER OF THIS TENDER WILL HAVE THE EDGE IN A PROBABLY FOLLOW-ON ORDER BY 1980 FOR 60 MORE BAKERIES. ESTIMATED VALUE OF THE 21 BAKERIES: 25 MILLION DOLLARS (N.B. CONSIDERABLY MORE THAN EMBASSY EARLIER THOUGHT). CIVIL WORKS FOR BAKERIES HAVE BEEN COMPLETED; ONLY THE BAKING EQUIPMENT (SUBJECT OF TENDER) IS WANTING. ALL BAKERIES REQUIRE IDENTICAL EQUIPMENT CAPABLE OF PRODUCING 5 METRIC TONS OF ARABIC BREAD PER SPECIFICATIONS ON AN EIGHT-HOUR SHIFT. PAYMENT BY 365-DAY LETTER OF CREDIT.
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2. ISSA SAID HE HAS RECEIVED AT LEAST EIGHT BIDS TO DATE, FROM COMPANIES IN SPAIN, FRANCE, CANADA, ITALY, HOLLAND, AND U.S. US BID IS FROM C.H. BABB CO., DORCHESTER, MASS. ISSA SAID HIS AGENCY IS ESPECIALLY QUALITY CONSCIOUS OWING TO A BAD EXPERIENCE IN 1971 WHEN IT CONTRACTED WITH AN ITALIAN

FIRM FOR TWO LARGE BAKERIES FOR OVER 3 MILLION DOLLARS.
THE QUIPMENT WAS DELIVERED AND INSTALLED BUT FAILED TO
MEET SPECIFICATIONS AND HAS NOT PRODUCED A SINGLE
LOAF OF BREAD (THE MATTER IS NOW IN THE SYRIAN
COURTS).

3. USDOC MAY WISH TO INFORM INTERESTED US FIRMS OF THE
ABOVE. ISSA SAID HIS AGENCY WILL ACCEPT OFFERS UNTIL
JANUARY 31, 1977 (PUBLISHED TENDER DID NOT INDICATE
DEADLINE).
MURPHY

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NNN

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